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Message Text

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PAGE 01 DAKAR 02745 121720Z
ACTION AF-10

INFO OCT-01 EUR-12 ISO-00 EB-08 /031 W
----------103078 131027Z /15
R 121651Z APR 78
FM AMEMBASSY DAKAR
TO SECSTATE WASHDC 3663
AMEMBASSY ABIDJAN
AMEMBASSY ANTANANARIVO
AMEMBASSY BAMAKO
AMEMBASSY BRAZZAVILLE
AMEMBASSY COTONOU
AMEMBASSY LIBREVILLE
AMEMBASSY LOME
AMEMBASSY NDJAMENA
AMEMBASSY NIAMEY
AMEMBASSY NOUAKCHOTT
AMEMBASSY OUAGADOUGOU
AMEMBASSY YAOUNDE

INFO USDOC WASHDC
AMEMBASSY MONROVIA
AMEMBASSY PARIS

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E.O. 11652: N/A
TAGS: BEXP
SUBJECT: POTENTIAL SALE OF US GOODS TO ASECNA (AGENCE POUR LA SECURITE DE LA NAVIGATION AERIENNE EN AFRIQUE ET A MADAGASCAR)

1. MEC-REP INCORPORATED (MEC-REP-CO) OF LIVONIA, MICHIGAN IS NEGOTIATING WITH ASECNA TO DESIGN, ENGINEER, CONSTRUCT AND INSTALL AIRPORT LIGHTING SYSTEMS, RADIO EQUIPMENT AND METEOROLOGICAL RADAR EQUIPMENT IN 13 ASECNA COUNTRIES. THE TURNKEY PROJECT IS ESTIMATED AT ABOUT $17.4 MILLION.
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PAGE 02 DAKAR 02745 121720Z

MEC-REP-CO WOULD PURCHASE THE REQUIRED PRODUCTS FROM FIVE AMERICAN MANUFACTURERS AND BE RESPONSIBLE FOR INSTALLATION. FINANCING HAS BEEN WORKED OUT IN CONJUNCTION WITH EXIM.

2. AT DAKAR ASECNA HEADQUARTERS, TECHNICAL DIRECTOR AMADOU CHIEFFOU HAS INFORMED EMBOFF THAT MEC-REP-CO OFFER IS ATTRACTIVE, BUT FACES STRONG COMPETITION FROM EUROPEAN

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SOURCES. DECISION ON PURCHASE WILL BE TAKEN AT ASECNA
BOARD MEETING IN NDJAMENA WHICH BEGINS APRIL 17.

3. APART FROM SMALL PURCHASE OF COLLINS RADIOS, ASECNA
HAS TRADITIONALLY BEEN TIED STRICTLY TO EUROPEAN (PRIMARILY
FRENCH) SOURCES OF SUPPLY. EMBASSY BELIEVES ASECNA
WOULD LIKE TO DIVERSIFY SOURCES AT THIS TIME AND SATIS-
FACTION WITH COLLINS EQUIPMENT AND RECENT FAVORABLE
ASECNA RESPONSE TO US MICROWAVE LANDING SYSTEM DEMONSTRATED
AT DAKAR (DAKAR 1260) HAVE BROUGHT AMERICAN EQUIPMENT
INTO FOREFRONT.

4. IF DEPARTMENT CONCURS, EMBASSY WOULD RECOMMEND
ACTION POSTS ATTEMPT CONTACT LOCAL ASECNA OFFICIALS,
IDEALLY TRANSPORT MINISTRY DELEGATES TO NDJAMENA CONFERENCE,
AND URGE THEM TO GIVE EVERY CONSIDERATION TO U.S. PACKAGE
IN VIEW CLEAR AMERICAN TECHNICAL SUPERIORITY IN THIS AREA.
(FYI - MEC-REP-CO HAS SPENT ABOUT
$200,000 PREPARING
OFFER.)
COHEN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 12 apr 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
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Disposition Reason:
Disposition Remarks:
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Errors: N/A
Expiration:
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Office: ACTION AF
Original Classification: LIMITED OFFICIAL USE
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Previous Handling Restrictions: n/a
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Review Action: RELEASED, APPROVED
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Review Event:
Review Exemptions: n/a
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Review Release Date: n/a
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Review Transfer Date:
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SAS ID: 2997711
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Subject: POTENTIAL SALE OF US GOODS TO ASECNA (AGENCE POUR LA SECURITE DE LA NAVIGATION AERIENNE EN AFRIQUE ET A MADAGASCAR)
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